



# CREATING PARTNERSHIPS

Presenter: Hilary Binder-Aviles, Independent NGO Consultant

Civic Leadership

## Lesson Description

Nongovernmental organizations cannot achieve their vision for a better society alone. To make lasting and meaningful change, an NGO must form partnerships with other NGOs, the private sector and government. Entering into partnerships allows for relationship building, coordination, collaboration on projects, and the formation of coalitions to advocate for change. Learn more about the benefits and best practices for creating partnerships.

## Learning Objectives

1. Understand the benefits of partnerships with other NGOs, government and business.
2. Learn steps for finding partners and building partnerships.
3. Learn ways to manage partnerships.

## Discussion Questions

1. What is a partnership? What are the different types of partnerships?
2. Describe an NGO with whom you have partnered or might partner. Describe an NGO that would not be a suitable partner. Discuss why and why not.
3. How have you reached out to partners in the past? Discuss your initial meeting and how you assessed the value of a potential partnership with this partner. What would you do the same today and what would you do differently?
4. Describe the project for which you found a partner and what went well and what didn't. How did you come to an agreement on goals and tactics? How did you resolve conflicts?

## Developmental Actions

1. Draw a map of your community and mark the locations of other NGOs. Identify what they do and the type of relationships you would like to build with them.
2. Identify 3–5 NGOs in your community that do similar work to your NGO with whom you might like to form partnerships. Develop a plan and schedule to contact these NGOs. Identify key questions to ask and be prepared to answer the same questions of yourself and your NGO.

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### About the Video Presenter

**Hilary Binder-Aviles** is a leading American NGO development expert. She has 25 years of experience working with NGOs at all levels. She provides training and assistance in the areas of NGO startups, program/ organizational planning and management, evaluation, governance, fundraising and advocacy. She previously worked for Mosaica: The Center for Nonprofit Development and Pluralism, and was co-founder and executive director of Sol & Soul, a grassroots NGO that used arts and culture as a tool for social change. Hilary has extensive experience working with citizens from around the world and has trained and facilitated planning for NGOs in Brunei, Egypt, Iraq, Singapore and Yemen. She holds a bachelor's degree in political science from Wellesley College and a master's in public policy from Harvard University's John F. Kennedy School of Government. Hilary is the lead author of *The NGO Handbook*, published by the U.S. Department of State's Bureau of International Information Programs.

